



GSA Fleet Law Enforcement Team

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FedFleet

2019

GSA FLEET LAW ENFORCEMENT UPFIT (LU) OPTIONS

AGENDA

- Background on the LE Team
- Goals
- Summary Results
- Features of GSA Fleet's LU Options – LE Fact Sheet
- Advantages of GSA Fleet's LU Options
- Warranty Concerns
- Closing Remarks

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GSA's LE Team supports Leasing AND Purchasing Customers

- AutoChoice
 - Purchasing customers
- CAM (Customer Acquisition Module)
 - Leasing customers



Teams Developed Initial Equipment Packages

- DOD – Army, Navy, Air Force, and Marines
- Federal Protective Service
- United States Park Police
- National Oceanic and Atmospheric Administration
- Suppliers – Ford and FCA
- Suppliers on GSA Schedules 23V and 84



Applicability

- 33 LE package configurations currently available
- Estimate 90% of demand can be met with existing options
- Evaluating other markets to apply concept
 - Wheel Chair Vans – FY 2019-2020
 - Heavy Duty Trucks – Ongoing
 - Standard Trailers – FY 2019-2020



Delivery: Quality Takes Time

- LU packages have long build times. End user may not see new vehicle for over 300 days.
 - Requisition build to OEM order acceptance
 - Vehicle built in OEM factory
 - Vehicle moves to upfitter
 - Upfitter tears vehicle down and does their install
 - Vehicle sent to shipping
 - PLUS ship time: Two to four weeks



Goal 1: Shared Standards

- Partner across the Federal law enforcement community
- Conduct extensive market research and analysis
- Facilitated in-depth collaboration with stakeholders
- Develop detailed purchase descriptions
- Implement standardized solutions
- Balance competing interests; common solutions
- Aggregated demand
- Impact 5,000+ vehicle orders annually



Goal 2: Streamlined Acquisition

- National vs. Local procurement strategy
- Exit local upfit markets (which are more expensive)
- Eliminate AREQ process
- Reduce labor intensive procurement processes, as equipment packages are no longer needed for each vehicle request



Goal 3: Enhance Transferability/Usability

- Standard packages enable vehicle reassignments within agency
- Enhances utilization
- Improves equipment installation quality
- Eases operational issues and training for agencies
- Location of equipment in the vehicle is standardized



Goal 4: Drive Savings

- Uniform product warranty
- Lower maintenance cost
- 50% reduction in acquisition time
- Facilitated leasing vs. owning decisions
- Extends GSA Fleet value proposition to LE market
- LE equipment is owned by GSA
- Eases budgetary/capital requirements for agencies



Results in Summary:

Right Vehicle, Right Price, Great Service

- Provide customers with a simple turnkey solution
- Successful national law enforcement upfit strategy
- Ensured the right equipped vehicle for the mission
- Quantities and scale drove down costs by 20%
- Eliminated lengthy, time-consuming AREQ process



Results in Summary:

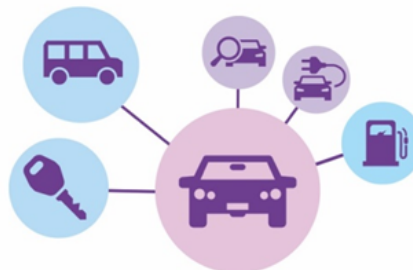
Right Vehicle, Right Price, Great Service

- Enhanced homogeneity, reduced training requirements
- Reduced down time between vehicle exchanges
- Protected customers from improper modifications and upfits
- Standardized lease rates and equipment codes



Available Features

- See GSA Fleet LE Fact Sheet
 - SUVs, sedans, and pickups
 - Pursuit/Non-pursuit models
 - Marked or unmarked
 - K9 partition
 - Prisoner partition
 - Secure storage for weapons and equipment
 - Radio prep package



Professional Design and Engineering

GSA Fleet Engineering Expertise

Fleet Uniformity & Equipment Standardization



Cross-Agency Consolidation of Needs

JSLEVES 2019 Annual Meeting



Officer Safety

- All LU equipment meets Federal Motor Vehicle Safety Standard (FMVSS)
- Meets OEM vehicle modification requirements



Upfitting by Qualified Subcontractor

Subcontractor selected by OEMs FY16 thru FY19:



We put the **work** in **work trucks**.
855-AUTOTRK (855-288-6875)

PRODUCTS

INDUSTRY

SERVICES

PARTS

SHIP THROUGH

ORDER STATUS

Air Compressors

Truck Bodies

CNG (Compressed Natural Gas)

Cranes

Law Enforcement & Safety Equipment

Liftgates

Mechanics Trucks

Law Enforcement

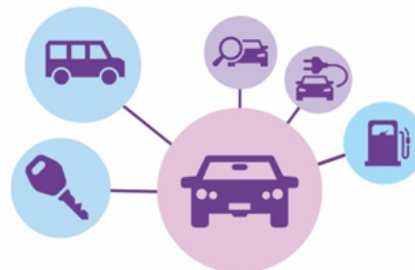
Automobiles and SUV's, rather than trucks, comprise a large segment of vehicle upfits for police, emergency, and government entities. Since 2009, Auto Truck Group has served law enforcement agencies, first responders, and security fleets – performing thousands of vehicle conversions. Our comprehensive services, ship-through capabilities, and interactive process assures delivery of a job-ready vehicle that meets the specific field requirements of each municipality or government agency.

Law Enforcement

More

A photograph showing two white police cars with blue and black accents parked in front of a modern building with large windows. The cars have "POLICE" written on their sides.

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High-quality Equipment Installation



K9 Partition with Cooling Fan and Temperature Monitoring



Ballistic Door Panels



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Weapon Storage



Weapon Storage



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Vaults



Bed Slide and Hazmat Placarding



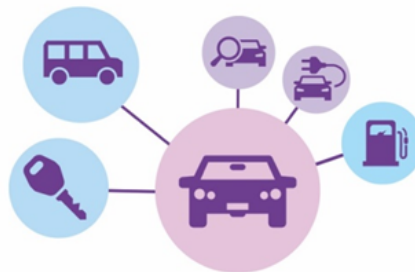
Radio Prep Provisions



*Communications equipment not included

Warranty Concerns: One-stop Solution

- Leasing customers:
 - Contact your local GSA FSR, who will work with Fleet Support
- Purchase customers:
 - Contact GSA Vehicle Buying



Warranty Concerns: One-stop Solution

- LE Equipment included in manufacturer 3/36,000 bumper-to-bumper warranty
- FCA & Ford



Warranty Concerns: One-stop Solution

- Your FSR calls dealership(s) to coordinate for customer.
- Vehicle goes to dealership.
- Dealership calls ATG Warranty Line at 855-288-6875 (on sticker in door sill).
- If concerns with dealership, customer contacts FSR.
- No direct contact with OEM or ATG is necessary for customers.



Warranty – FCA



NOTICE: WARRANTY PROCESS FOR NON-FCA LAW ENFORCEMENT CONTENT

END USERS:

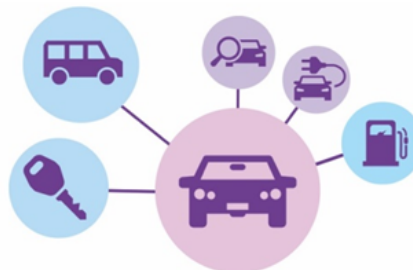
FOR WARRANTY COVERAGE OF ANY INSTALLED EQUIPMENT
YOU MUST CONTACT YOUR LOCAL FCA DEALERSHIP.

FCA DEALERSHIPS:

YOU MUST CONTACT AUTO TRUCK GROUP PRIOR TO PERFORMING ANY WORK
FOR GUIDANCE ON DIAGNOSING AND MAKING ANY REPAIRS
UNAUTHORIZED REPAIRS MAY NOT BE HONORED.

CALL: AUTO TRUCK GROUP PARTS AND SERVICE (877)284-4440

DECALWARRANTYGSAFCA



Warranty – Ford



NOTICE: WARRANTY PROCESS FOR NON-FORD LAW ENFORCEMENT CONTENT

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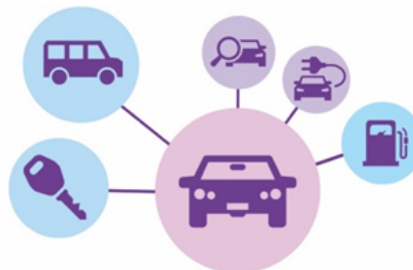
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DECALWARRANTYGSAFORD



Warranty Concerns: One-stop Solution

- OEMs provide information to their dealerships
- Ford has implemented new software for OASIS
Automated information for dealerships
- FCA has loaded all LE VINs in their system
- Dealerships able to identify LE vehicles based on VINs



Official LU Option Specifications

- The specification documents for all upfit options are now maintained on the Federal Vehicle Standards website. Follow these steps to access the documents:
 - Go to: <https://vehiclestd.fas.gsa.gov/CommentCollector/Home>
 - Select “**2019**” for the year and click **GO**,
 - Click the gray “**Documentation**” tab near the top,
 - Under Document Category, click on “**Law Enforcement Vehicles**”



Please Be Aware That:

- SINs, models, features, and options depicted are subject to change and availability at time of order placement.
- GSA Fleet does not lease any communications equipment, such as radios or laptops.
- Photos are intended to show general product details only.
- Actual product may vary.
- For complete specifications, see purchase descriptions on the GSA Federal Vehicle Standards website:
vehiclestd.fas.gsa.gov
- Please consider all available information in your decision.





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